

# Attachment G

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Technical Qualifications - Amended

Archer Energy, LLC (“Archer”) operates an incredibly lean platform due to the sophistication of its systems, the technical expertise of its operators, and the in-depth industry knowledge its managerial team possesses.

| <u>Employee</u>     | <u>Title</u>                    | <u>Experience</u> |
|---------------------|---------------------------------|-------------------|
| Mr. Andy Mitrey     | President of Archer Energy, LLC | 19 years          |
| Mr. Grant Christman | Vice President of Natural Gas   | 6 years           |

### **President – Mr. Andy Mitrey**

In the event that Mr. Christman is unable to perform his day-to-day duties, Mr. Mitrey is skilled and capable of stepping in to ensure the platform continues to operate in a smooth and timely manner. Mr. Mitrey possesses the requisite four years natural gas sales experience and two years’ experience working with rules and practices established by the North American Energy Standards Board (NAESB). Mr. Mitrey has extensive experience running a successful natural gas platform from his prior role leading Border Energy. Before serving as President of Border Energy, Mr. Mitrey operated the natural gas platform. In this capacity, he purchased natural gas and basis needs for customers across three states, negotiated with suppliers for favorable terms, determined the company’s mass marketing strategy and interacted with regulators on any regulatory issues. Mr. Mitrey has significant expertise both leading but also operating a retail natural gas supplier and generating natural gas sales. Mr. Mitrey initially joined Border Energy, 2005 as the director of natural gas sales. In this capacity Mr. Mitrey was responsible for generating sales and acquiring new natural gas choice customers. After growing Border’s presence significantly thru direct marketing and sales efforts Mr. Mitrey shifted his focus internally to operational requirements of the business until Mr. Christman was brought on board to take over the day-to-day operational requirements of the business. In total, Mr. Mitrey has more than 19 years of experience in the energy industry with 10 of them directly related to serving end use customers through a customer choice program.

### **Vice President of Natural Gas – Mr. Grant Christman**

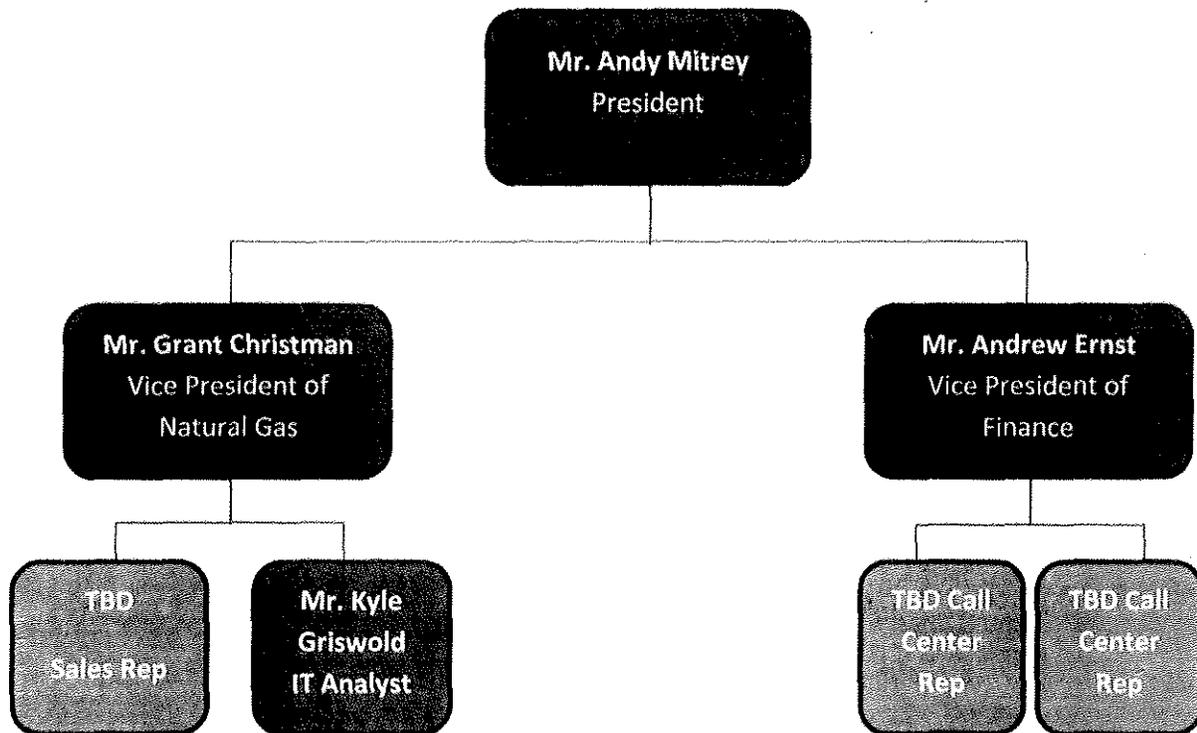
Mr. Christman will lead all day to day natural gas operations of Archer. Mr. Christman possesses the requisite four years natural gas sales experience and two years’ experience working with rules and practices established by the North American Energy Standards Board (NAESB). Mr. Christman is highly skilled in all facets of procuring natural gas for retail customers. Prior to joining Archer in 2015, from 2009 thru 2014, Mr. Christman served as the Vice President of Border Energy, Inc. overseeing all natural gas sales and operations of the company. In his role as Vice President, Mr. Christman oversaw all day-to-day natural gas operations including managing internal sales representatives, communicating with external sales reps and third party acquisition channels (brokers, telemarketers, etc.), deal pricing, deal contract negotiation and structuring, natural gas procurement, risk management, marketing strategy, and regulatory. While at Border, Mr. Christman led a team of three analysts, two sales reps and internal as well as shared internal and external IT personnel. Prior to his role as Vice President, Mr. Christman had the hands on responsibility of running the day-to-day operations of the company, including scheduling on interstate pipelines and on LDC EBB’s, managing and completing storage injections and withdrawals according to a wide variety of different storage operator requirements/schedules, completing capacity releases and re-releases to third parties, load forecasting and shaping, and the procurement of natural gas supplies from upstream providers. From his time with Border Energy, Inc. Mr. Christman has extensive experience with all aspects of running a retail natural gas company.

# Attachment H

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Managerial Qualifications - Amended

# Archer Energy, LLC - Corporate Organizational Chart



## Mr. Andy Mitrey, MBA – President

Mr. Andy Mitrey serves as the President of Archer Energy, LLC and possesses the requisite four or more years' demonstrated experience in a management position with enterprise financial and administration responsibilities, including profit and loss responsibilities, and four years of natural gas sales experience. In this capacity, he oversees all day-to-day activities of the business. Archer Energy, LLC was formed in late 2014 by Mr. Mitrey. Prior to forming Archer Energy, Mr. Mitrey was the president of Border Energy, Inc., a certified provider of natural gas and electricity to residential and commercial customers across Indiana, Michigan and Ohio. Mr. Mitrey spent 10 years at Border Energy and oversaw all of its day to day operations and owned 25% of the company. Mr. Mitrey has spent time in all areas of the natural gas business. He purchased all of the natural gas and basis needs for their customers across three states, negotiated with suppliers for favorable terms, determined the company's mass marketing strategy and interacted with regulators on any regulatory issues. In early 2014, Mr. Mitrey's partner decided that he wanted to exit the business and Mr. Mitrey worked with investment bankers and potential purchasers to structure a deal that sold the company to IGS Energy. The sale closed in late September 2014.

Mr. Mitrey has more than 19 years of experience in the energy industry with 10 of them directly related to serving end use customers through a customer choice program. Prior to that Mr. Mitrey worked in the corporate risk department at American Electric Power where he oversaw the credit risk associated with the wholesale natural gas and trading operations. Mr. Mitrey is also extremely familiar with establishing banking relationships as prior to joining American Electric Power, he was a commercial loan officer for

PNC Bank. In that capacity Mr. Mitrey provided loans to energy, metals and mining companies. Mr. Mitrey has an undergraduate degree in accounting and an MBA from The Ohio State University.

**Mr. Andrew Ernst, CPA – Vice President of Finance**

Mr Andrew Ernst serves as the Vice President of Finance for Archer Energy, LLC. Mr. Ernst possesses the requisite four or more years' demonstrated experience in a management position with enterprise financial and administration responsibilities, including profit and loss responsibilities, and four years of natural gas sales experience. Mr Ernst joined Archer in 2015 to handle all financial aspects of the business. Mr. Ernst reports directly to Mr. Mitrey. Prior to joining Archer, Mr. Ernst served as the Vice President of Finance and Shared Services for Border Energy, Inc. In this capacity, Mr. Ernst oversaw all the financial operations for all divisions of Border Energy Inc., including the Natural Gas and Electric Operations. In addition to his fiscal duties, Mr. Ernst directed the shared services of the Company, handling matters in HR, IT, Outsourced sales, and Customer Service. Mr. Ernst created the policies and procedures for the call center, customer complaint resolution, and also managed utility and commission complaints. Mr. Ernst originally started out at as an accountant with Border Energy. Prior to his time with Border Energy, Mr. Ernst was a consultant with a small local firm specializing in Government Finance. Mr. Ernst graduated with a Bachelor's Degree in Accounting from the Ohio State University, and is a Certified Public Accountant.

**Mr. Grant Christman – Vice President of Natural Gas**

Mr. Grant Christman serves as the Vice President of Natural Gas for Archer Energy, LLC. In this capacity Mr. Christman manages all natural gas operations of the business. Mr. Christman possesses the requisite four or more years' demonstrated experience in a management position with enterprise financial and administration responsibilities, including profit and loss responsibilities, and four years of natural gas sales experience. Mr. Christman reports directly to Mr. Mitrey. Prior to joining Archer in 2015, Mr. Christman served as the Vice President of Border Energy, Inc. overseeing Natural Gas operations and carrying the profit and loss responsibility for the business segment and reported to the President. In his role as Vice President, Mr. Christman oversaw all day-to-day natural gas operations including but not limited to asset valuation, pricing, contract negotiation and structuring, natural gas procurement, risk management, natural gas strategy, marketing efforts and regulatory oversight. Mr. Christman led a team of analysts, sales reps and IT/support personnel. Prior to his role as Vice President, Mr. Christman served as the Manager of Operations for Border Energy, Inc. In this capacity, Mr. Christman had hands on responsibility of running the day-to-day operations of the company, including scheduling on interstate pipelines and behind LDC's, storage injections and withdrawals, capacity releases and re-releases, load forecasting, and supply procurement. From his time with Border Energy, Inc. Mr. Christman has extensive experience with all aspects of running a retail natural gas company. Prior to joining Border Mr. Christman was an Investment Banker with KeyBanc Capital Markets where he focused on company due diligence and M&A strategy for multi-industrial companies. Mr. Christman graduated with degrees in Finance and Accounting from Ohio University.